

### Frozen Beef Primals:

### Total TEU/FEU:

The numerator represents the total number of 40-foot equivalent unit (TEU) shipped, by all carriers, during September 1998. The denominator represents the total number of TEU shipped, by all carriers, throughout the 1998 calendar year. Source: Port Import Export Reporting Service (PIERS), Journal of Commerce, September 1998.

### Market Share-September:

Each carrier's current market share is based on the number of containers shipped during September 1998. Source: PIERS, September 1998.

#### Market Share-CY 1998:

Each carrier's market share is based on the total number of containers shipped throughout the 1998 calendar year. Source: PIERS, 1998.

### **Transit Time:**

Each carrier's transit time is calculated on departure from Oakland, CA unless otherwise noted. Source: The Pacific Shipper, November 2, 1998 and various sites on the World Wide Web.

### Ocean Rates:

Ocean rates are applicable for #Issue Date#. Rates are per 40-foot container. Rates are quoted in U.S. dollars and represent container-yard to container-yard shipments. Source: Identified through the DXI on-line rate tariff retrieval system.

#### Container Rate:

Container rates for Frozen Beef Primals are quoted on full, 18 KT 40-foot refrigerated containers unless otherwise noted. Container movements of frozen beef primals are defined by PIERS as "meat, chiefly fresh and frozen."

### **Definitions**

AI = All Inclusive

ARB = Arbitrary Charge

BAF(FAF) = Bunker Adjustment Factor is also known as fuel adjustment factor.

CAF = Currency Adjustment Charge

CFS = Container Freight Station - used to consolidate shipments.

CY-CY = Container Yard to Container Yard

KT = 1.000 Kilograms (Metric Ton).

PC = Per Container

THC = Terminal Handling Charge, also known as Container Yard Charge (CY).

FEU = 40-foot Equivalent Unit (40-foot container).

Data was compiled and analyzed by Heidi Reichert and Ron Hagen of the Shipper & Exporter Assistance Program, Transportation and Marketing Division, Agricultural Marketing Service, USDA. For questions, comments, or to be included on the distribution list, please call Hagen on (202) 690-1320, Reichert on (202) 690-2325 or fax both on (202) 690-1498.

Issue Date: December 15, 1998 Page 1 of 10

L.A./L.B./Oakland Ports To Bangkok, Thailand

Frozen Beef Primals

Monthly Market Share For: September 1998

Month\Year: 2\19

Worth Tear. 200													
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hanjin	100%	55%	24 Days <sup>4</sup>										
Evergreen	0%	26%	29 Days	\$235.00	\$2							20 KT	\$4,736
Mitsui OSK	0%	5%	6 Days	\$247.00	\$2			\$46				18 KT	\$5,310
Maersk	0%	5%	22 Days <sup>4</sup>	\$247.00	\$2			\$46				18 KT	\$5,310
OOCL	0%	5%	19 Days⁴	\$247.00	\$2			\$46				18 KT	\$5,310
COSCO	0%	3%	20 Days	\$250.00								18 KT	\$4,500

<sup>4</sup> Transit time is based on departure from Long Beach, CA.

Issue Date: December 15, 1998 Page 2 of 10

L.A./L.B./Oakland Ports To Busan, South Korea

Frozen Beef Primals

Monthly Market Share For: September 1998

Month\Year: 77\774

1,1011011 (1,011)													
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec A	ARB	Cotton R.	Size	ContainerRate
Hanjin	51%	50%	28 Days <sup>4</sup>	\$184.00	\$2							18 KT	\$3,348
Hyundai	19%	20%	13 Days	\$179.00	\$2							18 KT	\$3,258
Evergreen	14%	22%	14 Days	\$173.00	\$2							18 KT	\$3,150
Mitsui OSK	7%	3%	14 Days	\$173.00	\$2							18 KT	\$3,150
COSCO	3%	1%	14 Days	\$3,500 <sup>1</sup>									\$3,500
Yang Ming	3%	0%	15 Days	\$173.00	\$2				\$	800		18 KT	\$3,950
Maersk	1%	1%	16 Days⁴	\$173.00	\$2							18 KT	\$3,150
K Line	1%	1%	18 Days	\$173.00	\$2							18 KT	\$3,150

<sup>1</sup> Rate is per container

<sup>4</sup> Transit time is based on departure from Long Beach, CA.

L.A./L.B./Oakland Ports To Hong Kong

### Frozen Beef Primals

\$46

\$5,148

\$2,814

\$3,620

18 KT

21 KT

Monthly Market Share For: September 1998

\$238.00

\$132.00

\$3,5801

Month\Year: 73\557 Surcharges: Market Market **Transit** Carrier Share Share CY Time Ocean Rate **BAF** CY**CAF THC** CFS Rec ARB Cotton R. Size **ContainerRate** 18 KT Hanjin 42% 44% 24 Days 4 \$161.00 \$2 \$2,934 19 Days Evergreen 19% 5% \$241.00 \$2 18 KT \$4,374 Hyundai 14 Days \$204.00 \$3,708 \$2 18 KT 16% 16% NYK Line \$132.00 \$2 \$2,814 10% 0% 14 Days 21 KT K Line 8% 5% \$132.00 \$2 21 KT \$2,814 18 Days Zim Line 18 Days 3% 3% Yang Ming 3% 17 Days \$115.00 \$2 24 KT \$2,808 3% OOCL 20 Days \$132.00 21 KT \$2,814 3% \$2 1% Mitsui OSK 13 Days \$132.00 \$2,814 2% 5% \$2 21 KT cosco 12 Days \$4,5501 \$4,500 1% 8%

\$2

\$2

\$40<sup>1</sup>

Hapag-Lloyd

Sea-Land

Cho Yang

1%

1%

0%

4%

2%

2%

20 Days

16 Days

8 Days 4

<sup>1</sup> Rate is per container

<sup>4</sup> Transit time is based on departure from Long Beach, CA.

L.A./L.B./Oakland Ports To Hsingkang, China

Frozen Beef Primals

Monthly Market Share For: September 1998

Month\Year: 2\28

Month\Year: 2\28													
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	<b>BAF</b>	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
Hanjin	50%	32%	21 Days⁴										
Evergreen	50%	21%	18 Days										
COSCO	0%	25%	20 Days	\$5,450 <sup>1</sup>	\$4		5%						\$5,805
Hyundai	0%	18%	17 Days										
Mitsui OSK	0%	4%	18 Days										

<sup>1</sup> Rate is per container

Issue Date: December 15, 1998 Page 5 of 10

<sup>4</sup> Transit time is based on departure from Long Beach, CA.

L.A./L.B./Oakland Ports To Keelung, Taiwan

Frozen Beef Primals

Monthly Market Share For: September 1998

Month\Year: 93\566

Surcharges:

Market Market Transit

							_	•				
Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
29%	34%	22 Days	\$185.00	\$2		3%					18 KT	\$3,466
17%	10%	15 Days	\$130.00								21 KT	\$2,730
14%	6%	15 Days⁴	\$224.00	\$2		3%					18 KT	\$4,189
10%	17%	14 Days	\$229.00	\$2		3%					18 KT	\$4,282
9%	5%	20 Days⁴	\$188.00	\$2		3%					18 KT	\$3,522
8%	10%	14 Days	\$4,150 <sup>1</sup>									\$4,150
5%	15%	15 Days	\$188.00	\$2		3%					18 KT	\$3,522
3%	1%	20 Days	\$3,9001		\$612¹							\$4,512
2%	1%	14 Days	\$188.00	\$2		3%					18 KT	\$3,522
1%	1%	15 Days	\$180.00	\$2		3%					18 KT	\$3,373
1%	1%	14 Days	\$188.00	\$2		3%					18 KT	\$3,522
1%	0%	15 Days										
	29% 17% 14% 10% 9% 8% 5% 3% 2% 1%	Share         Share CY           29%         34%           17%         10%           14%         6%           10%         17%           9%         5%           8%         10%           5%         15%           3%         1%           2%         1%           1%         1%           1%         1%           1%         1%	Share         Share CY         Time           29%         34%         22 Days           17%         10%         15 Days           14%         6%         15 Days           10%         17%         14 Days           9%         5%         20 Days           8%         10%         14 Days           5%         15%         15 Days           3%         1%         20 Days           2%         1%         14 Days           1%         15 Days           1%         15 Days           1%         14 Days	Share         Share CY         Time         Ocean Rate           29%         34%         22 Days         \$185.00           17%         10%         15 Days         \$130.00           14%         6%         15 Days <sup>4</sup> \$224.00           10%         17%         14 Days         \$229.00           9%         5%         20 Days <sup>4</sup> \$188.00           8%         10%         14 Days         \$4,150 <sup>1</sup> 5%         15%         15 Days         \$188.00           3%         1%         20 Days         \$3,900 <sup>1</sup> 2%         1%         14 Days         \$180.00           1%         15 Days         \$180.00           1%         14 Days         \$188.00	Share         Share CY         Time         Ocean Rate         BAF           29%         34%         22 Days         \$185.00         \$2           17%         10%         15 Days         \$130.00           14%         6%         15 Days <sup>4</sup> \$224.00         \$2           10%         17%         14 Days         \$229.00         \$2           9%         5%         20 Days <sup>4</sup> \$188.00         \$2           8%         10%         14 Days         \$4,150 <sup>1</sup> 5%         15%         15 Days         \$188.00         \$2           3%         1%         20 Days         \$3,900 <sup>1</sup> 2%         1%         14 Days         \$188.00         \$2           1%         15 Days         \$180.00         \$2           1%         14 Days         \$180.00         \$2	Share         Share CY         Time         Ocean Rate         BAF         CY           29%         34%         22 Days         \$185.00         \$2           17%         10%         15 Days         \$130.00           14%         6%         15 Days <sup>4</sup> \$224.00         \$2           10%         17%         14 Days         \$229.00         \$2           9%         5%         20 Days <sup>4</sup> \$188.00         \$2           8%         10%         14 Days         \$4,150 <sup>1</sup> 5%         15%         15 Days         \$188.00         \$2           3%         1%         20 Days         \$3,900 <sup>1</sup> \$612 <sup>1</sup> 2%         1%         14 Days         \$188.00         \$2           1%         15 Days         \$180.00         \$2           1%         14 Days         \$188.00         \$2	Share         Share CY         Time         Ocean Rate         BAF         CY         CAF           29%         34%         22 Days         \$185.00         \$2         3%           17%         10%         15 Days         \$130.00            14%         6%         15 Days         \$224.00         \$2         3%           10%         17%         14 Days         \$229.00         \$2         3%           9%         5%         20 Days         \$188.00         \$2         3%           8%         10%         14 Days         \$4,1501             5%         15%         15 Days         \$188.00         \$2         3%           3%         1%         20 Days         \$3,9001         \$6121           2%         1%         14 Days         \$188.00         \$2         3%           1%         1%         15 Days         \$180.00         \$2         3%           1%         1%         14 Days         \$188.00         \$2         3%           1%         1%         14 Days         \$188.00         \$2         3%	Share         Share CY         Time         Ocean Rate         BAF         CY         CAF         THC           29%         34%         22 Days         \$185.00         \$2         3%           17%         10%         15 Days         \$130.00         \$3%           14%         6%         15 Days         \$224.00         \$2         3%           10%         17%         14 Days         \$229.00         \$2         3%           9%         5%         20 Days         \$188.00         \$2         3%           8%         10%         14 Days         \$4,1501         \$4         \$4           5%         15%         15 Days         \$188.00         \$2         3%           3%         1%         20 Days         \$3,9001         \$6121           2%         1%         14 Days         \$188.00         \$2         3%           1%         1%         15 Days         \$180.00         \$2         3%           1%         1%         14 Days         \$188.00         \$2         3%	Share         Share CY         Time         Ocean Rate         BAF         CY         CAF         THC         CFS Rec           29%         34%         22 Days         \$185.00         \$2         3%           17%         10%         15 Days         \$130.00         \$3%           14%         6%         15 Days         \$224.00         \$2         3%           10%         17%         14 Days         \$229.00         \$2         3%           9%         5%         20 Days         \$188.00         \$2         3%           8%         10%         14 Days         \$4,1501 <t< td=""><td>Share         Share CY         Time         Ocean Rate         BAF         CY         CAF         THC         CFS Rec         ARB           29%         34%         22 Days         \$185.00         \$2         3%        </td><td>Share         Share CY         Time         Ocean Rate         BAF         CY         CAF         THC         CFS Rec         ARB         Cotton R.           29%         34%         22 Days         \$185.00         \$2         3%           17%         10%         15 Days         \$130.00         \$15.00         \$2         3%           10%         17%         14 Days         \$224.00         \$2         3%         \$2.00         \$2.</td><td>Share         Share CY         Time         Ocean Rate         BAF         CY         CAF         THC         CFS Rec         ARB         Cotton R.         Size           29%         34%         22 Days         \$185.00         \$2         3%        </td></t<>	Share         Share CY         Time         Ocean Rate         BAF         CY         CAF         THC         CFS Rec         ARB           29%         34%         22 Days         \$185.00         \$2         3%	Share         Share CY         Time         Ocean Rate         BAF         CY         CAF         THC         CFS Rec         ARB         Cotton R.           29%         34%         22 Days         \$185.00         \$2         3%           17%         10%         15 Days         \$130.00         \$15.00         \$2         3%           10%         17%         14 Days         \$224.00         \$2         3%         \$2.00         \$2.	Share         Share CY         Time         Ocean Rate         BAF         CY         CAF         THC         CFS Rec         ARB         Cotton R.         Size           29%         34%         22 Days         \$185.00         \$2         3%

<sup>1</sup> Rate is per container

<sup>4</sup> Transit time is based on departure from Long Beach, CA.

L.A./L.B./Oakland Ports To Manila, Philippines

Frozen Beef Primals

Monthly Market Share For: September 1998

Month\Year: 1\26 Surcharges: Market Market **Transit** Carrier Share Share CY **Time** Ocean Rate **BAF** CY**CAF THC** CFS Rec ARB Cotton R. Size **ContainerRate** Mitsui OSK 18 KT 100% 9% 17 Days \$247.00 \$2 \$46 \$5,310 18 Days⁴ Hanjin 0% 43% 23 Days \$240.00 \$2 \$4,968 17 Evergreen 9% \$34 18 KT 0% APL \$247.00 \$2 0% 9% 16 Days \$46 18 KT \$5,310 Zim Line 27 Days 0% 8% 18 Days \$243.00 \$4,410 Hyundai \$2 18 KT 0% 4% 12 Days Yang Ming 0% \$204.00 21 KT \$5,250 4% \$46 NYK Line 23 Days \$247.00 \$5,310 0% \$2 \$46 18 KT 4% COSCO 20 Days 0% 4% Hapag-Lloyd 25 Days 0% 2% Senator 0% 2% 26 Days OOCL \$46 0% 2% 25 Days \$247.00 \$2 18 KT \$5,310

<sup>17</sup> Rate is based on YY movement not SY.

<sup>4</sup> Transit time is based on departure from Long Beach, CA.

L.A./L.B./Oakland Ports To Singapore

## Frozen Beef Primals

Monthly Market Share For: September 1998

Month\Year: 3\24

Surcharges:

Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec AF	RB Cotton R.	Size	ContainerRate
40%	5%	18 Days	\$247.00	\$2		9%	\$46			18 KT	\$5,710
30%	16%	20 Days⁴									
30%	4%	20 Days	\$3,265 <sup>1</sup>	\$40 <sup>1</sup>		9%					\$3,599
0%	45%	23 Days	\$243.00	\$2		9%	\$34			18 KT	\$5,416 <sup>17</sup>
0%	8%	19 Days⁴	\$247.00	\$2		9%	\$46			18 KT	\$5,710
0%	6%	18 Days	\$247.00	\$2		9%	\$46			18 KT	\$5,710
0%	4%	18 Days	\$235.00	\$2		9%				20 KT	\$5,163
0%	4%	18 Days	\$247.00	\$2		9%	\$46			18 KT	\$5,710
0%	4%	20 Days	\$247.00	\$2		9%	\$46			18 KT	\$5,710
0%	2%	26 Days									
	Share 40% 30% 30% 0% 0% 0% 0% 0% 0%	Share         Share CY           40%         5%           30%         16%           30%         4%           0%         45%           0%         6%           0%         4%           0%         4%           0%         4%           0%         4%           0%         4%	Share         Share CY         Time           40%         5%         18 Days           30%         16%         20 Days <sup>4</sup> 30%         4%         20 Days           0%         45%         23 Days           0%         8%         19 Days <sup>4</sup> 0%         6%         18 Days           0%         4%         18 Days           0%         4%         18 Days           0%         4%         20 Days	Share         Share CY         Time         Ocean Rate           40%         5%         18 Days         \$247.00           30%         16%         20 Days         \$3,265¹           30%         4%         20 Days         \$243.00           0%         45%         23 Days         \$247.00           0%         6%         18 Days         \$247.00           0%         4%         18 Days         \$235.00           0%         4%         18 Days         \$247.00           0%         4%         20 Days         \$247.00	Share         Share CY         Time         Ocean Rate         BAF           40%         5%         18 Days         \$247.00         \$2           30%         16%         20 Days         \$3,265¹         \$40¹           30%         4%         20 Days         \$243.00         \$2           0%         45%         23 Days         \$247.00         \$2           0%         6%         18 Days         \$247.00         \$2           0%         4%         18 Days         \$235.00         \$2           0%         4%         18 Days         \$247.00         \$2           0%         4%         18 Days         \$247.00         \$2           0%         4%         20 Days         \$247.00         \$2	Share         Share CY         Time         Ocean Rate         BAF         CY           40%         5%         18 Days         \$247.00         \$2           30%         16%         20 Days         \$3,265¹         \$40¹           0%         45%         23 Days         \$243.00         \$2           0%         8%         19 Days⁴         \$247.00         \$2           0%         6%         18 Days         \$247.00         \$2           0%         4%         18 Days         \$235.00         \$2           0%         4%         18 Days         \$247.00         \$2           0%         4%         18 Days         \$247.00         \$2           0%         4%         20 Days         \$247.00         \$2	Market Share         Market Share CY         Transit Time         Ocean Rate         BAF         CY         CAF           40%         5%         18 Days         \$247.00         \$2         9%           30%         16%         20 Days <sup>4</sup> 53,265 <sup>1</sup> \$40 <sup>1</sup> 9%           0%         45%         23 Days         \$243.00         \$2         9%           0%         8%         19 Days <sup>4</sup> \$247.00         \$2         9%           0%         6%         18 Days         \$247.00         \$2         9%           0%         4%         18 Days         \$235.00         \$2         9%           0%         4%         18 Days         \$247.00         \$2         9%           0%         4%         18 Days         \$247.00         \$2         9%           0%         4%         18 Days         \$247.00         \$2         9%           0%         4%         20 Days         \$247.00         \$2         9%	Market Share         Market Share CY         Transit Time         Ocean Rate         BAF         CY         CAF         THC           40%         5%         18 Days         \$247.00         \$2         9%         \$46           30%         16%         20 Days 4         \$3,265 1         \$40 1         9%         \$34           0%         45%         23 Days         \$243.00         \$2         9%         \$34           0%         8%         19 Days 4         \$247.00         \$2         9%         \$46           0%         6%         18 Days         \$247.00         \$2         9%         \$46           0%         4%         18 Days         \$235.00         \$2         9%         \$46           0%         4%         18 Days         \$247.00         \$2         9%         \$46           0%         4%         18 Days         \$247.00         \$2         9%         \$46           0%         4%         18 Days         \$247.00         \$2         9%         \$46           0%         4%         20 Days         \$247.00         \$2         9%         \$46	Share         Share CY         Time         Ocean Rate         BAF         CY         CAF         THC         CFS Rec         AR           40%         5%         18 Days         \$247.00         \$2         9%         \$46           30%         16%         20 Days         \$3,265¹         \$40¹         9%         \$34           0%         45%         23 Days         \$243.00         \$2         9%         \$34           0%         8%         19 Days⁴         \$247.00         \$2         9%         \$46           0%         6%         18 Days         \$235.00         \$2         9%         \$46           0%         4%         18 Days         \$247.00         \$2         9%         \$46           0%         4%         18 Days         \$247.00         \$2         9%         \$46           0%         4%         18 Days         \$247.00         \$2         9%         \$46           0%         4%         20 Days         \$247.00         \$2         9%         \$46	Market Share         Market Share CY         Transit Time         Ocean Rate         BAF         CY         CAF         THC         CFS Rec         ARB         Cotton R.           40%         5%         18 Days         \$247.00         \$2         9%         \$46           30%         16%         20 Days         \$3,265¹         \$40¹         9%           0%         45%         23 Days         \$243.00         \$2         9%         \$34           0%         8%         19 Days⁴         \$247.00         \$2         9%         \$46           0%         6%         18 Days         \$247.00         \$2         9%         \$46           0%         4%         18 Days         \$235.00         \$2         9%         \$46           0%         4%         18 Days         \$247.00         \$2         9%         \$46           0%         4%         18 Days         \$247.00         \$2         9%         \$46           0%         4%         20 Days         \$247.00         \$2         9%         \$46	Market Share         Market Share CY         Time         Ocean Rate         BAF         CY         CAF         THC         CFS Rec         ARB         Cotton R.         Size           40%         5%         18 Days         \$247.00         \$2         9%         \$46         S46         18 KT           30%         16%         20 Days         \$3,265¹         \$40¹         9%         \$45%         23 Days         \$243.00         \$2         9%         \$34         S46         S46

<sup>1</sup> Rate is per container

<sup>17</sup> Rate is based on YY movement not SY.

<sup>4</sup> Transit time is based on departure from Long Beach, CA.

L.A./L.B./Oakland Ports To Tokyo, Japan

## Frozen Beef Primals

Monthly Market Share For: September 1998

Month\Year: 1,015\9,654

1701111/10111. 1,010/0,00	•												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hyundai	20%	20%	11 Days	\$159.00	\$2		28%					18 KT	\$3,699
K Line	17%	18%	10 Days	\$154.00	\$2		28%					18 KT	\$3,584
Mitsui OSK	15%	17%	11 Days	\$154.00	\$2		28%						\$3,584
Hanjin	12%	14%	12 Days	\$163.00	\$2		28%		\$36			18 KT	\$4,440
APL	8%	7%	11 Days	\$154.00	\$2		28%						\$3,584
NYK Line	8%	5%	9 Days	\$154.00	\$2		28%						\$3,584
COSCO	5%	6%	10 Days	\$220.00								18 KT	\$3,960
Evergreen	4%	3%	9 Days <sup>3</sup>	\$151.00	\$2		28%					18 KT	\$3,515
OOCL	4%	3%	9 Days	\$154.00	\$2		28%						\$3,584
Mexican Line	2%	1%											
Yang Ming	1%	1%	10 Days	\$151.00	\$2		28%					18 KT	\$3,515

<sup>3</sup> Transit time is based on departure from Tacoma, WA.

Seattle/Tacoma Ports To Hong Kong

Frozen Beef Primals

Monthly Market Share For: September 1998

Month\Year: 146\1.566

Wollin (1 ear. 140 (1,500		Market Share CY	Transit Time										
Carrier	Market Share			Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Yang Ming	18%	5%	21 Days	\$115.00	\$2							24 KT	\$2,808
Hyundai	17%	12%	13 Days	\$204.00	\$2							18 KT	\$3,708
OOCL	17%	8%	15 Days	\$132.00	\$2							21 KT	\$2,814
Evergreen	12%	14%	14 Days <sup>3</sup>	\$241.00	\$2							18 KT	\$4,374
Hanjin	10%	17%	13 Days	\$161.00	\$2							18 KT	\$2,934
Sea-Land	10%	6%	16 Days <sup>3</sup>	\$132.00	\$2							21 KT	\$2,814
Mitsui OSK	7%	9%	13 Days	\$132.00	\$2							21 KT	\$2,814
Cho Yang	3%	2%	17 Days	\$3,5801	\$40								\$3,620
COSCO	2%	10%	16 Days	\$4,550 <sup>1</sup>									\$4,550
P&O Nedlloyd	1%	4%	15 Days	\$132.00	\$2							21 KT	\$2,814
NYK Line	1%	3%	15 Days	\$132.00	\$2							21 KT	\$2,814
APL	0%	2%	13 Days	\$132.00	\$2							21 KT	\$2,814
Zim Line	0%	2%	14 Days										
K Line	0%	2%	15 Days	\$132.00	\$2							21 KT	\$2,814

<sup>1</sup> Rate is per container

Issue Date: December 15, 1998

Page 10 of 10

<sup>3</sup> Transit time is based on departure from Tacoma, WA.